

Posted 11/22/2011 JW

Posted 11/30/2011 JW



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

<b>PUBLIC MEETING NOTICE:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, December 1, 2011 at 9:00 a.m.</b>
<b>PLACE:</b>	<b>Division of Professional Regulation</b> 861 Silver Lake Boulevard, Cannon Building <b>Second Floor Conference Room A</b> Dover, Delaware

#### AMENDED AGENDA

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – November 3, 2011
- 3.0 Unfinished Business
  - 3.1 Review of Continuing Education Guidelines
  - 3.2 Review Proposed Modules for Pre-Licensing Course
  - 3.3 Review Draft of Course Evaluations with Recommended Changes – Ms. DeMolen and Ms. Woerner
  - 3.4 Review Drafted Correspondence in Response to Previously Tabled Correspondence Received from Denise Tatman, DAR - Mr. Riale
- 4.0 New Business
  - 4.1 Update from the Commission – Mr. Riale
  - 4.2 Review of Letters of Intent and Course Evaluations
  - 4.3 Review of Course Provider Applications
    - 4.3.1 Course Provider: The CE Shop

4.3.1.1 Course Title: Seller Representative Specialist (SRS)  
Credit Hours: 12.0

\*4.3.1.2 Course Title: Online Risk Management  
Credit Hours: 3.0

4.3.2 Course Provider: The Commercial Real Estate School of Tristate Realtors Commercial Alliance

4.3.2.1 Course Title: Lease Administration  
Credit Hours: 3.0

\*4.3.2.2 Course Title: Broker's Core Course  
Credit Hours: 6.0

\*4.3.2.3 Course Title: Sustainability in Commercial Real Estate and Office Leasing  
Credit Hours: 3.0

\*4.3.3 Course Provider: Real Estate Institute of Delaware

4.3.3.1 Course Title: Delaware Real Estate Pre-Licensing Course  
Credit Hours: 99.0

\*4.3.4 Course Provider: Kent County Association of Realtors

4.3.4.1 Course Title: What's Under Your House?  
Credit Hours: 3.0

4.4 Review of Instructor Applications

4.4.1 Patrick Vanderslice  
Pre-Licensing Course: Real Estate Law

4.4.2 Philip Mann  
Continuing Education: Professional Enhancement: Cost Segregation

4.4.3 Patricia Campbell-White  
Continuing Education: Legislative Update, Salesperson Core Course, Broker Core Course,  
Professional Enhancement: Fair Housing, Professional Standards/Ethics, Agency

Pre-Licensing Course: Real Estate Sales

Broker's Course: Ethics

\*4.4.4 James Goddard  
Continuing Education: Professional Enhancement: Social Media for Real Estate

\*4.4.5 Donald Conant  
Continuing Education: Salesperson Core Course

Pre-Licensing: Real Estate Sales

\*4.4.6 William Frost  
Continuing Education: Salesperson Core Course, Professional Enhancement: Residential  
Investment Analysis, Foreclosure Issues, Financing, Contracts, Fair Housing, Ethics

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Mathematics

\*4.4.7 William Anderson

Continuing Education: Professional Enhancement: Waterproofing and Foundation Repair

\*4.4.8 Gary Dodge

Continuing Education: Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Course(s), Professional Enhancement: Real Contract Law & Real Property Theory, Agency Relationships & Responsibilities, Anti-Trust Law

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents, Ethics, Legal and Governmental Aspects of Real Estate

\*4.4.9 Earl Loomis

Continuing Education: Professional Enhancement: Appraisal Topics

Broker's Course: Valuing Real Property

\*4.4.10 Ruth Vella

Continuing Education: Legislative Update, Salesperson Core Course (s), Broker Core Course (s), Delaware Real Estate Commission Property Management Course (s), Professional Enhancement: Agency & Buyers Brokerage, Agony, Ecstasy & Ethics of Co-Broking, Brokers Licensees Core Course, Closing Techniques, CMA & Appraisal, Code of Ethics Training (NAR), Diversity & the Housing Market, Fair Housing/It's the Law, Getting the Transaction to Closing, Legislative Issues, Let's Get it Right, Maximizing Your Strategies, New Agreement of Sales & Other Real Estate Forms, Non-Verbal Sales Strategies, Obtaining & Retaining Listings, Real Estate is Your Profession, What is Your Niche?, Risk Reduction and the Real Estate Agent, Sales Licensees Core Course, Stress Management: The Ups and Downs of the Real Estate Market, Using Green to Market Buyers and Sellers, Using Single Family Homes as an Investment, GRI – Fundamentals of Marketing, GRI-Reaching Out-Niche Marketing, GRI-Power Real Estate Letters

Pre-Licensing: Orientation, Real Estate Sales

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Ethics, Legal and Governmental Aspects of Real Estate, Real Estate Investment

\*4.5 Review Student Requests for Approval of Educational Activity

4.5.1 Student Name: Winfield Scott

Course Title: Mastering the Art of the Short Sale

Course Provider: Coastal Association of Realtors

Credit Hours: 3.0

4.5.2 Student Name: Winfield Scott

Course Title: Short Sales and Distressed Property

Course Provider: Maryland Association of Realtors  
Credit Hours: 3.0

- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – January 5, 2011
- 9.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**